

Message Text

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42

ACTION COME-00

INFO OCT-01 ARA-16 ISO-00 EB-11 USIE-00 STR-08 TAR-02

CIAE-00 INR-10 NSAE-00 RSC-01 TRSE-00 OMB-01 DRC-01

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R 302211Z MAY 74

FM AMEMBASSY MANAGUA
TO SECSTATE WASHDC 4261

UNCLAS MANAGUA 2109

DEPT PLEASE PASS USIA FOR ILA AND IBS

E. O. 11652: N/A

TAGS: ETRD, NU

SUBJECT: COMMERCIAL ACTION PROGRAM TASK FORCE MEETING,
MAY 30, 1974

1. IN A REVIEW OF PROGRESS THROUGH MAY ON THE CAP, THE
TASK FORCE NOTED THAT OF THE SEVENTEEN ACTIONS LISTED IN
THE PROGRAM, THIRTEEN HAVE BEEN COMPLETED, THREE ARE
SUBSTANTIALLY UNDERWAY AND ONE WILL BE CARRIED OUT IN
JUNE.

2. PROGRESS ON THE UNCOMPLETED ACTIONS IS AS FOLLOWS:
THE GON AGREED MAY 1 IN A BILATERAL MEETING WITH AMBASSADOR
EBERLE TO CHANGE THE TARIFF STRUCTURE ON AUTOMOBILES, AS
WE HAD REQUESTED (OBJECTIVE 1, ACTION 1). A MINECON
OFFICIAL TOLD EMBOFF RECENTLY THAT THE GON HOPED TO HAVE
THE CHANGE READY SOMETIME IN JUNE. WE HAVE SENT TWO TO'S
FOR FOOD PROCESSING EQUIPMENT (OBJECTIVE 2, ACTION 4) AND
HOPE TO DEVELOP ANOTHER TO SUBMIT IN JUNE. THE MARKET
STUDY ON FOOD PROCESSING EQUIPMENT (OBJECTIVE 2, ACTION 2)
WILL BE COMPLETED IN JUNE. WE HAVE SUBMITTED THREE TO'S
ON CONSTRUCTION EQUIPMENT (OBJECTIVE 3, ACTION 3) AND
EXPECT TO DEVELOP MORE IN JUNE AS A RESULT OF A LETTER WE
ARE SENDING OUT ADVERTISING THE NATIONAL HARDWARE SHOW IN
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NEW YORK IN AUGUST.

3. ON OTHER ACTIONS, THE GON TOLD US THAT \$5 MILLION OF A RECENT LOAN IT OBTAINED WILL GO TO INFONAC TO FINANCE THE PURCHASE OF BUSES (MANAGUA 2057). THESE BUSES WILL ENTER DUTY FREE. ALTHOUGH THIS DOES NOT EXACTLY FULFILL OUR STATED ACTION (OBJECTIVE 1, ACTION 4) OF A SUSPENSION OF TARIFFS, IT MORE SURELY FULFILLS OUR REAL GOAL OF INCREASING THE NUMBER OF BUSES IMPORTED OVER THE NEXT YEAR. WE HAVE SUBMITTED ONE TO FOR 30 OF THE BUSES THAT WILL BE FINANCED BY INFONAC AND WILL SUBMIT MORE AS THE PROJECT DEVELOPS.

4. WE WILL NOT REQUEST THE GON TO LENGTHEN THE BID DEADLINE ON GOVERNMENT TENDERS AS PLANNED FOR JUNE (OBJECTIVE 3, ACTION 2), AS THE GON APPEARS TO HAVE DONE THIS ON ITS OWN. IN THE LAST 5 MONTHS, ONLY ONE BUD DEADLINE ON GOVERNMENT TENDERS THAT WE HAVE REPORTED HAS BEEN AS SHORT AS 45 DAYS AND THE AVERAGE HAS BEEN 57 DAYS. IN ADDITION, THE GON IS GENERALLY WILLING TO EXTEND THE DEADLINE IF A NUMBER OF FIRMS SO REQUEST.

5. IN MAY USIS BEGAN A 6 DAY-A-WEEK, 5-MINUTE RADIO PROGRAM FEATURING THE NEW PRODUCTS INFORMATION SUPPLIED BY USIA AND COMMERCE. THE COMMERCIAL SECTION HAS RECEIVED SEVERAL INQUIRIES ON THE NEW PRODUCTS. ALSO IN MAY, THE COMMERCIAL OFFICER TRAVELED TO SAN JOSE TO COORDINATE THE PBLICATION OF A COMBINED COMMERCIAL NEWSLETTER. THE FIRST ISSUE WILL BE PUBLISHED JUNE 1.
WARNER

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